Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

# Message Text

UNCLASSIFIED

PAGE 01 BONN 15543 251756Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
----------110250 261709Z /53
R 251745Z AUG 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 1355
AMCONSUL FRANKFURT
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS BONN 15543

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - JAMAK, INC., WEATHERFORD, TX.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

DR. OSCAR MENZEL NACHF. KG
KRONWINKLER STRASSE 36
D-8000 MUENCHEN 60
CONTACT: HERR RAIMUND SCHMID-BURG, MANAGER
PHONE: 089/8711081
COMMENT: COMPANY ESTABLISHED IN 1897, MAINLY WHOLESALES
ALL TYPES OF RUBBER PRODUCTS. EMPLOYS 70 PERSONS AND
HAS ANNUAL SALES OF DM 11 MILLION (1977). SALES AREA
INCLUDES EUROPE. ENJOYS AN EXCELLENT REPUTATION.
SOUND FINANCES. FIRM IS CONSIDERED TO BE A SUITABLE
BUSINESS PARTNER.

ATW HEINZ W. HEYER
FREIBURGER STR. 24
D-7844 NEUENBURG 1
CONTACT: MR. HEYER PERSONALLY
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BONN 15543 251756Z

COMMENT: MR. HEYER HAS MANY YEARS OF EXPERIENCE AS
INDEPENDENT SALES REPRESENTATIVE. ALREADY REPRESENTS
SEVERAL OTHER COMPANIES AND IS GERMAN DISTRIBUTOR OF
FRENCH FIRM CEFILAC. CONSIDERS JAMAK PROGRAM IDEAL
COMBINATION WITH CEFILAC'S. SERVES ALL OF GERMANY.
PRESENTLY HAS STAFF OF 7. ANNUAL SALES DM 600,000.
HAS BEEN MOST FAVORABLY KNOWN TO CONSULATE GENERAL

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

STUTTGART FOR MANY YEARS. RECOMMENDED AS
POSSIBLE CONTACT.

AMCONSUL FRANKFURT COMMENT: THE DOMESTIC MARKET,
REPORTEDLY, IS OVERSATURATED WITH PRODUCTS OF THIS KIND.
ACCORDING TO RELIABLE TRADE SOURCES, A SIZEABLE VOLUME
OF BUSINESS FOR SUCH PRODUCTS IS GENERATED BY DIRECT
SALES TO END USERS; THE PORTION OF SALES GAINED FOR
STANDARD ITEMS THROUGH WHOLESALES, SALES AGENTS, AND
DISTRIBUTORS, IS INSIGNIFICANT. SHOULD THE U.S.
COMPANY WISH TO EXPLORE THE OPPORTUNITIES FOR A
MUTUALLY ADVANTAGEOUS COOPERATION ON THE PRODUCER
LEVEL IN FEDERAL GERMANY, THE NATIONAL WEST GERMAN
PLASTICS PROCESSING INDUSTRY ASSOCIATION - ADDRESS
GIVEN BELOW - WOULD BE WILLING TO BRING SUCH A REQUEST
TO THE ATTENTION OF ITS MEMBERS. COMMUNICATIONS SHOULD
BE SENT EITHER TO AMERICAN CONSULATE GENERAL,
COMMERCIAL SECTION, SIESMAYERSTR. 21, D-6000
FRANKFURT/MAIN, FOR ONWARD TRANSMITTAL, OR DIRECTLY
TO HERR GEISELER, DIPLOM-VOLKSWIRT, GESAMTVERBAND
KUNSTSTOFFVERARBEITENDE INDUSTRIE E.V., NIDDASTRASSE
44, D-6000 FRANKFURT/MAIN; PHONE: 0611-233657.
ALSO, A DIRECT APPROACH TO END USERS - SAME AS THOSE
IN THE UNITED STATES - FOR EVALUATION OF CUSTOM-
TAILORED OFFERS, MIGHT FURTHER ADVANCE SALES IN
WEST GERMANY.
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BONN 15543 251756Z

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

UNCLASSIFIED

NNN

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

# Message Attributes

**Automatic Decaptioning:** X
**Capture Date:** 01 jan 1994
**Channel Indicators:** n/a
**Current Classification:** UNCLASSIFIED
**Concepts:** n/a
**Control Number:** n/a
**Copy:** SINGLE
**Draft Date:** 25 aug 1978
**Decaption Date:** 01 jan 1960
**Decaption Note:**
**Disposition Action:** n/a
**Disposition Approved on Date:**
**Disposition Case Number:** n/a
**Disposition Comment:**
**Disposition Date:** 01 jan 1960
**Disposition Event:**
**Disposition History:** n/a
**Disposition Reason:**
**Disposition Remarks:**
**Document Number:** 1978BONN15543
**Document Source:** CORE
**Document Unique ID:** 00
**Drafter:** n/a
**Enclosure:** n/a
**Executive Order:** N/A
**Errors:** N/A
**Expiration:**
**Film Number:** D780350-0383
**Format:** TEL
**From:** BONN
**Handling Restrictions:** n/a
**Image Path:**
**ISecure:** 1
**Legacy Key:** link1978/newtext/t19780820/aaaaaqmx.tel
**Line Count:** 97
**Litigation Code IDs:**
**Litigation Codes:**
**Litigation History:**
**Locator:** TEXT ON-LINE, ON MICROFILM
**Message ID:** 7b37755b-c288-dd11-92da-001cc4696bcc
**Office:** ACTION EUR
**Original Classification:** UNCLASSIFIED
**Original Handling Restrictions:** n/a
**Original Previous Classification:** n/a
**Original Previous Handling Restrictions:** n/a
**Page Count:** 2
**Previous Channel Indicators:** n/a
**Previous Classification:** n/a
**Previous Handling Restrictions:** n/a
**Reference:** n/a
**Retention:** 0
**Review Action:** RELEASED, APPROVED
**Review Content Flags:**
**Review Date:** 29 mar 2005
**Review Event:**
**Review Exemptions:** n/a
**Review Media Identifier:**
**Review Release Date:** N/A
**Review Release Event:** n/a
**Review Transfer Date:**
**Review Withdrawn Fields:** n/a
**SAS ID:** 1612482
**Secure:** OPEN
**Status:** NATIVE
**Subject:** ADS REQUEST - JAMAK, INC., WEATHERFORD, TX. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INT
**TAGS:** BEXP, GE
**To:** COM
**Type:** TE
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS_Docs/7b37755b-c288-dd11-92da-001cc4696bcc
**Review Markings:**
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014